



U.S. General Services Administration

GSA National Information Technology Commodity Program

The Savings and Benefits of Using Government Managed Reverse Auction Platform

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GSA Mission Statement

“The mission of GSA is to deliver the best value in real estate, acquisition, and technology services to government and the American people.”

- Savings and value
- Sustainable solutions
- Small business
- Innovation
- Serving our partners



Agenda

Government Managed Reverse Auction Platform

- Overview
- Reverse auction benefits
- Reverse auction uses and non-uses
- Reverse auction demo
- How to contact NITCP



ReverseAuctions.gsa.gov – Overview

- Efficient and cost-effective process for buying non-complex commodities and simple services
- Drives down the total cost of acquisitions
- Increases savings to customers and taxpayers
- Streamlines procurement cycle time
- Complies with security and FAR requirements
- Provides spend data and historical pricing
- Interfaces with existing systems, i.e. eBuy , eLibrary for authentication and catalog updates



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Buyer Benefits

Time - you control the clock – 1/15/30 days

- You set closing date

History - see similar purchases 30/60 days

- Price
- Manufacture
- Delivery
- Previous buyer comments/rating
- Lowest price technically acceptable = low price actions
- Use previous auctions to conduct another auction with similar requirements



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Buyer Benefits

- Same log-in as eBuy. CAC in future.
- Copy similar solicitations from another agency
- Leverages existing eBuy vendors and contracts meeting 803 & 863 requirements
- Do simple comparisons – rankings show lowest bid and other qualifiers if listed: warranty period/delivery date, etc
- Real-time pricing - allows buyer to determine if changes are necessary in the specifications

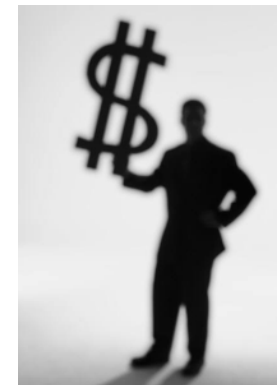


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Management Benefits

No Additional Fees for products purchased on GSA schedule vehicles

- NITCP IT Commodity BPAs
- Federal Strategic Sourcing BPAs (FSSI) vehicles
- Multiple Award Schedule (MAS)





ReverseAuctions.gsa.gov Management Benefits

- Self service - efficient and cost effective
- Transparency in procurement
 - Clear information and audit trail to display low price history
 - Eliminates the need for FOIA request on prices paid
- Run agency reports for different levels based on organizational levels (spend/level III reporting)
- Chronology of events available to download in MS Word and MS Excel for audit trail/internal files



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Strategic Sourcing Characteristics

Input from a large number of potential agencies

- GSA Dept of Treasury
- Army Dept of Transportation
- USAID Dept of Homeland Security
- HHS

Ensure that the federal government gets credit for all sales provided under that vehicle

- Leverages most FSSI vehicles
- Provides spend / historical data



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Strategic Sourcing Characteristics

Includes strategies to reduce prices as cumulative sales volume increases

- Capability to consolidate similar agencies requirements – forward forecasting for agencies and vendors
-

Performance data to enable the government to improve commodity management prices

- Spend data / historical pricing
- Future feature: customer satisfaction rating



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Strategic Sourcing Characteristics

Supported by a contract administration plan that demonstrates commitment by the executive agency to perform active commodity management

- Managed by GSA's NITCP and OCIO
- Unlimited warranted contracting officers
- Senior contract specialists
- Senior technical subject matter experts



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Industry Benefits

- Real time pricing is displayed
 - Vendor's name withheld for privacy
 - Vendors are aware of where they stand
- Driven by competition
- Proxy bids
- Web based program – allows all qualified vendors to participate depending on vehicle chosen by buyer



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Future Functionality

- Manages interagency acquisition funds
- Interfaces with other government business and financial systems
- Direct pay on the site
- Build agency specific clauses template
- Build buyer specific clause template
- CAC in future
- Customer satisfaction rating



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Possible Inappropriate Use

- Complex actions
 - Services with statement of work
 - When using non-price factors for evaluations
- Some best value procurements
- Sole source acquisitions
- Low dollar value – Buyer decides



Reverse Auctions - DOES NOT

- Take the place of buyer's decision making
- Choose, write or include appropriate clause – contracting officers function
- Take the place of contracting officers or card holders decision
 - Reverse auction is a method to receive quotes in a faster more robust and competitive environment
- Add steps to the procurement process



ReverseAuctions.gsa.gov Home Page



HELP FAQ CONTACT **BUYER LOGIN** **VENDOR LOGIN**



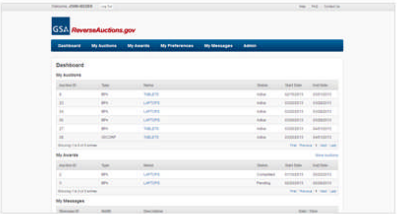
Reverse Auctions provides a cost effective medium for buyers to accomplish their agency procurement goals and drive savings.

Buyer and
Vendor
Login

Features at a Glance

Feature Two

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GSA ReverseAuctions.gov					
Dashboard My Auctions My Bids My Performance My Messages Admin					
Dashboard					
My Auctions					
	Item	Status	Start Date	End Date	View
1	Item	Open	10/1/2010	10/31/2010	
2	Item	Open	10/1/2010	10/31/2010	
3	Item	Open	10/1/2010	10/31/2010	
4	Item	Open	10/1/2010	10/31/2010	
5	Item	Open	10/1/2010	10/31/2010	
6	Item	Open	10/1/2010	10/31/2010	
7	Item	Open	10/1/2010	10/31/2010	
8	Item	Open	10/1/2010	10/31/2010	
My Bids					
	Item	Status	Start Date	End Date	View
1	Item	Open	10/1/2010	10/31/2010	
2	Item	Open	10/1/2010	10/31/2010	
My Messages					
	Message	Status	Created	View	
1	Message	Open	10/1/2010		



Reverse Auction Program is in Development

System slides will be available after the program is released for use, 1 July 2013.



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